

Message Text

LIMITED OFFICIAL USE POSS DUPE

PAGE 01 KUWAIT 04721 031321Z

41

ACTION NEA-10

INFO OCT-01 ISO-00 EB-04 RSC-01 /016 W

----- 095693

R 031259Z NOV 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 1396

LIMITED OFFICIAL USE KUWAIT 4721

E.O. 11652: N/A

TAGS: BEXP, ECEM: KU

SUBJ: MORE ON KUWAIT'S CEMENT SWEEPSTAKES

REF: A) STATE 222355 (NOTAL) B) KUWAIT 4238 C) KUWAIT 3830

D) KUWAIT 4442

1. EMBASSY HAS FIRST-HAND INFORMATION CONCERNING STATUS GOK EFFORTS TO PURCHASE 700,000 - 1 MILLION TONS CEMENT. ON NOV 3 STAFF MEMBERS MIN COMMERCE AND INDUSTRY EVALUATED ALL FIRM OFFERS RECEIVED TO DATE. LOWEST BID OF APPROX. 30 OFFERS WAS FOR \$66 C AND F KUWAIT.

2. FOUR AMERICAN COMPANIES BID INCLUDING: A) BIGGS-KIMM INC. C/O IRVING TRUST CO., AVENUE OF AMERICAS, NEW YORK; B) AMERICAN CEMENT CO. (AMCORD INC), NEW PORT BEACH, CA. C) CHANDY INC, NEW YORK CITY, N.Y. TELEX 421475; D) ARNOLD-PETERS ASSOCIATES, 225 WEST WINTON AVE., HEYWARD, CA 44544. BIGGS-KIMM QUOTED \$35 FOB. (KUWAITIS UNINTERESTED UNLESS THEY GIVE REASONABLE C AND F PRICE). AMCORD INC. OFFERED 200,000 TONS CEMENT BUT DID NOT GIVE FIRM QUOTE. CHANDY INC. ORIGINALLY OFFERED \$65 TON BUT LATER RAISED OFFER TO \$73 C AND F KUWAIT AND THIS HAS SHAKEN KUWAITI CONFIDENCE IN THEM. MOST LIKELY US POSSIBILITY ARNOLD PETERS ASSOCIATES WHICH OFFERED A MILLION TONS AT \$67 C AND F.

3. WE PUZZLED THAT KUWAITIS HAD NO QUOTE FROM SANTEE PORTLAND CEMENT CORP. WHOSE VICE PRESIDENT SALES LARRY MILLER VISITED KUWAIT LAST WEEK. MILLER CLAIMED HE HAD QUOTED KUWAITIS PRICE

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 KUWAIT 04721 031321Z

OF \$70 C AND F DEPENDENT ON FEASIBILITY CARRYING ADDITIONAL CARGO BESIDES CEMENT BETWEEN US AND KUWAIT ON SHIPS HE PLANNED

TO CHARTER. MILLER CLAIMED HE WAS GOING TO CONTACT GULF OIL ABOUT
POSSIBILITY TRANSPORTING CRUDE FROM KUWAIT TO GULF'S REFINERY
IN CHARLESTON.

4. REQUEST COMMERCE CONTACT ARNOLD PETERS ASSOCIATES AND GUAGE
SERIOUSNESS THEIR OFFER AS WE KNOW NOTHING ABOUT COMPANY. PLEASE
ALSO CONTACT L.E. MILLER JR. OF SANTEE CORP., (AC 803 496-5027)
AND INFORM HIM THAT ASSISTANT SECRETARY COMMERCE AND INDUSTRY
MADDOO UNAWARE OF ANY OFFER FROM HIM. IF HE HAS MANAGED PUT
TOGETHER DEAL OUTLINED HE SHOULD TELEX OFFER TO MADDOO IMMEDIATELY
AT 2272 KWT OR HAVE HIS LOCAL AGENT PERSONALLY DELIVER OFFER.
STOLTZFUS

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 NOV 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974KUWAIT04721
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740315-0295
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741175/aaaacldx.tel
Line Count: 73
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A) STATE 222355 (NOTAL) B) KUWAIT 42, 38 C) KUWAIT 3830
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 10 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 JUL 2002 by kelleyw0>; APPROVED <24 MAR 2003 by GolinoFR>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MORE ON KUWAIT'S CEMENT SWEEPSTAKES
TAGS: BEXP, KU
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005